

Fig. 1

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Fig. 2(A)

12 16) WIDGET DESCRIPTION
I. OVERVIEW

THIS SECTION IS A MARKETING OVERVIEW OF THE WIDGET PRODUCT.

A. DESCRIPTION 14

THIS SUB-SECTION IS A DESCRIPTION OF THE WIDGET PRODUCT.

B. ALIASES

10

C. FEATURES

D. HOW TO USE THE PRODUCT

14

12 II. SALES

THIS SECTION DISCUSSES THE SALES OF THE WIDGET PRODUCT.

A. CUSTOMER NEEDS ASSESSMENT

B. SALES APPLICATIONS

C. MAKING THE SALE

D. RATES

12 III. AVAILABILITY

THIS SECTION DISCUSSES THE AVAILABILITY OF THE
12 WIDGET PRODUCT.

IV. ORDERING

THIS SECTION DISCUSSES ORDERING THE WIDGET PRODUCT.

A. PROCEDURES

TO FIG. 2(B)

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Fig. 2(B)

TO FIG. 2(A)

B. LISTINGS

C. DUE DATES

12
V. BILLING

THIS SECTION DISCUSSES BILLING FOR THE WIDGET PRODUCT.

A. CHARGES

B. BILLING REDUCTIONS

C. PAYMENT OPTIONS/ CONTRACTS

12
VI. TROUBLESHOOTING 18

THIS SECTION DISCUSSES TROUBLESHOOTING WIDGET PRODUCT PROBLEMS.

A. KNOWN PROBLEMS

B. PROBLEM ASSESSMENT

C. DIAGNOSING CUSTOMER TROUBLE

12
VII. SUPPORT

THIS SECTION DISCUSSES WIDGET PRODUCT SUPPORT.

A. PRODUCT CONTACTS & REFERRALS

B. RESPONSIBILITIES

TO FIG. 2(C)

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Fig. 2(c)

TO FIG. 2(B)

C. TARIFFS & REGULATORY

D. POLICIES

E. TRAINING

Fig. 3(A)

<BRW.DOC> 22
 24
<PROD.NAME>
<PRODUCTNAME>WIDGET1</PRODUCTNAME>
<OVER> 26 28 30 32 20
<OVERVIEW>OVERVIEW</OVERVIEW>
 TEXT IN OVERVIEW SECTION.
</OVER> 34
<SALE> 36
<SALES>SALES</SALES>
 TEXT IN SALES SECTION.
<CUSNEED> 38
<CUSTOMERNEEDS>CUSTOMER NEEDS
 ASSESSMENT</CUSTOMERNEEDS>
 TEXT IN CUSTOMER NEEDS ASSESSMENT SUB-SECTION
 OF THE SALES SECTION.
</CUSNEED> 42
</SALE> 39

TO FIG. 3(B)

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Fig. 3(B)

TO FIG. 3(A)

```
<TROUBL> 25
<TROUBLESHOOTING>TROUBLESHOOTING</TROUBLESHOOTING>
27 TEXT IN TROUBLESHOOTING SECTION.
<TRBL.KNOWPROB>
<TRBLKNOWPROB>KNOWN PROBLEMS>/TRBLKNOWPROB>
TEXT IN THE KNOWN PROBLEMS SUB-SECTION OF THE
TROUBLESHOOTING SECTION.
</TRBL.KNOWPROB>

<TRBL.PROBASSESS>
<TRBLPROBASSESS>PROBLEM ASSESSMENT</TRBLPROBASSESS>
TEXT IN THE PROBLEM ASSESSMENT SUB-SECTION OF
THE TROUBLESHOOTING SECTION.
</TRBL.PROBASSESS>

<TRBL.DIAG>
<TRBLDIAG>DIAGNOSING CUSTOMER TROUBLE</TRBLDIAG>
TEXT IN THE DIAGNOSING CUSTOMER TROUBLE SUB-
SECTION OF THE TROUBLESHOOTING SECTION.
</TRBL.DIAG>

</PROD.NAME>

</BRW.DOC>
```

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Fig. 4(A)

```
<!ELEMENT PROD.NAME -- ( PRODUCTNAME, (%SUB-SECT; |
    TROUBL |
    ORDER |
    AVAIL | 42
    SALE | 46
    BILL |
    SUPP |
    OVER)* ) >

<!ATTLIST PROD.NAME
    ID CDATA #IMPLIED >

<!ELEMENT PRODUCTNAME -- ( (#PCDATA | %PARA-
    CONTENT; )* ) > 44 45
<!ELEMENT TROUBL -- ( TROUBLESHOOTING, (%SUB-SECT; |
    TRBL.KNOWPROB |
    TRBL.PROBASSESS |
    TRBL.DIAG |
    TRBL.QUES |
    HEAD3 |
    HEAD2 |
    HEAD5 | 48
    HEAD4 |
    HEAD7 |
    HEAD6)* ) >

<!ATTLIST TROUBL
    51 ID CDATA #IMPLIED
    ID CDATA #IMPLIED >

<!ELEMENT TROUBLESHOOTING -- ( (#PCDATA | %PARA-
    CONTENT; )* ) >
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TO FIG. 4(B)

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Fig. 4(B)

TO FIG. 4(A)

```
<!ELEMENT TRBL.KNOWPROB -- ( TRBLKNOWPROB, (%SUB-
  SECT; |
  HEAD3 |
  HEAD5 |
  HEAD4 |
  HEAD7 |
  HEAD6)* ) >

<!ATTLIST TRBL.KNOWPROB
  ID CDATA #IMPLIED
  TYPE CDATA #IMPLIED >

<!ELEMENT TRBLKNOWPROB -- ( (#PCDATA | %PARA-
  CONTENT; )* ) >

<!ELEMENT TRBL.PROBASSESS -- ( TRBLPROBASSESS,
  (%SUB-SECT; |
  HEAD3 |
  HEAD5 |
  HEAD4 |
  HEAD7 |
  HEAD6)* ) >

<!ATTLIST TRBL.PROBASSESS
  ID CDATA #IMPLIED
  TYPE CDATA #IMPLIED >

<!ELEMENT TRBLPROBASSESS -- ( (#PCDATA | %PARA-
  CONTENT; )* ) >
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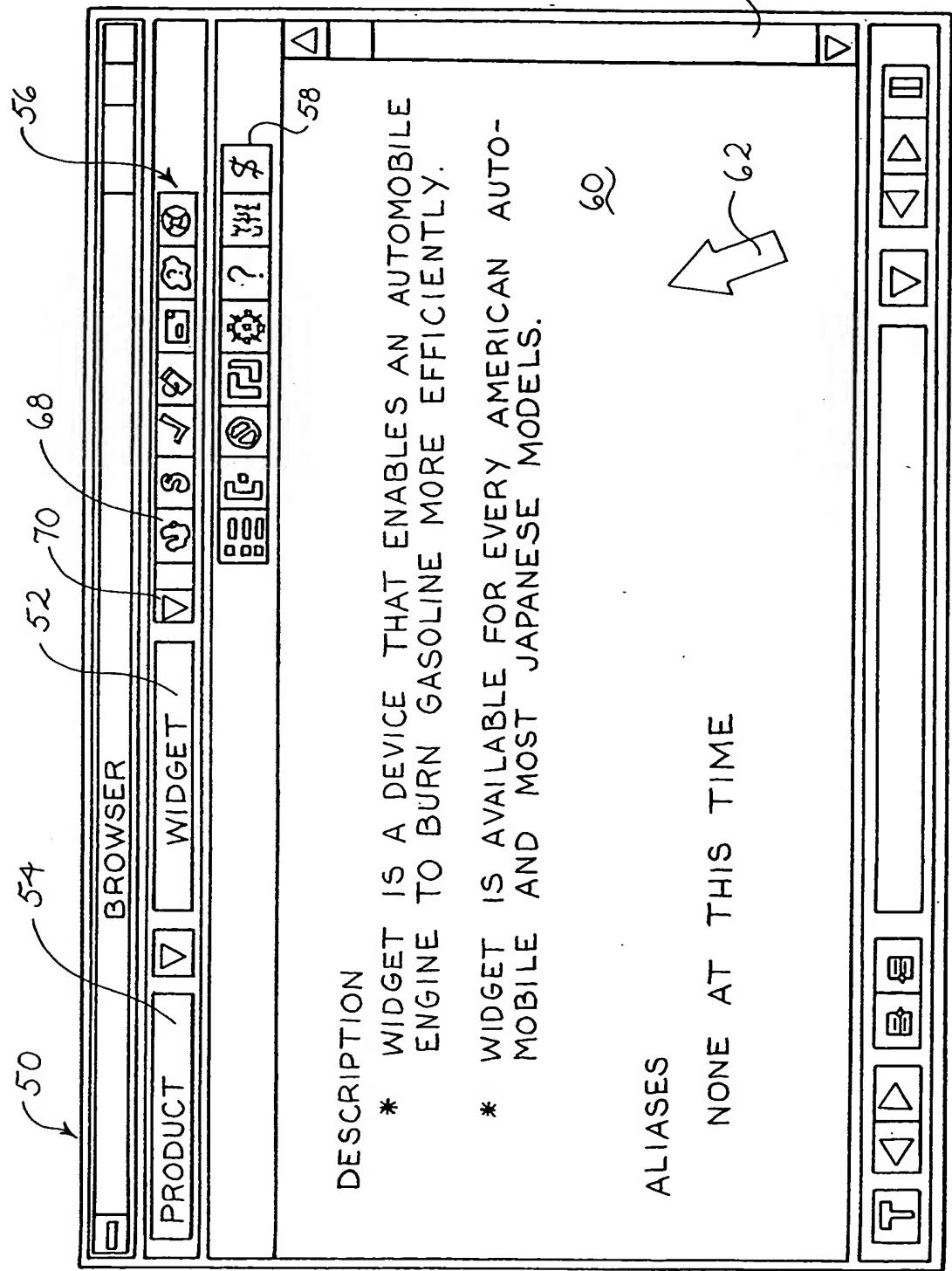


Fig. 5

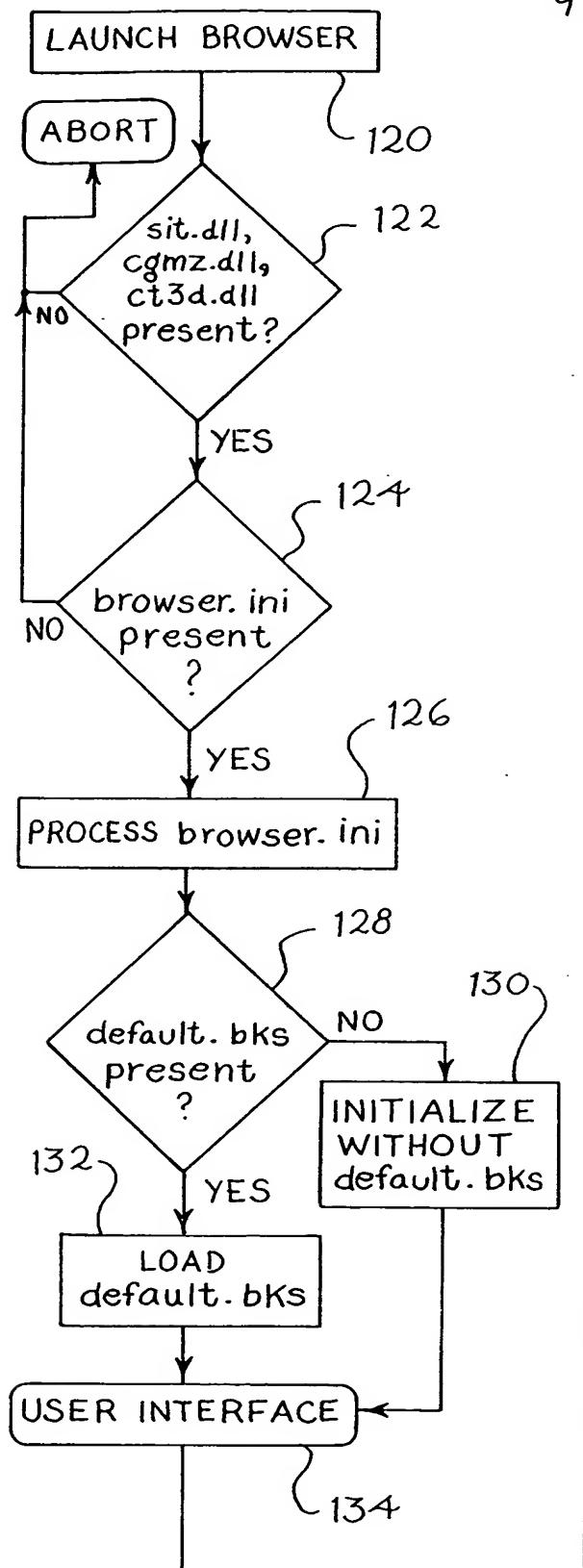
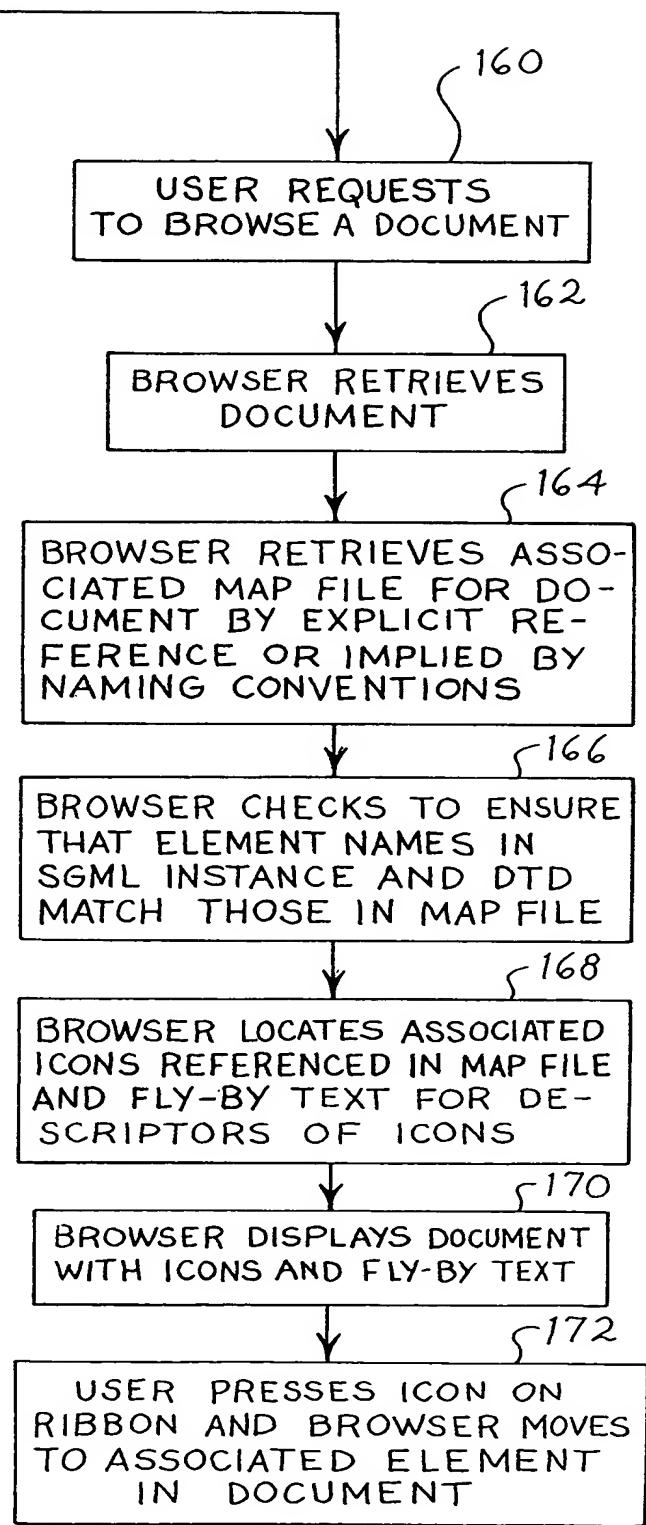


Fig. 6



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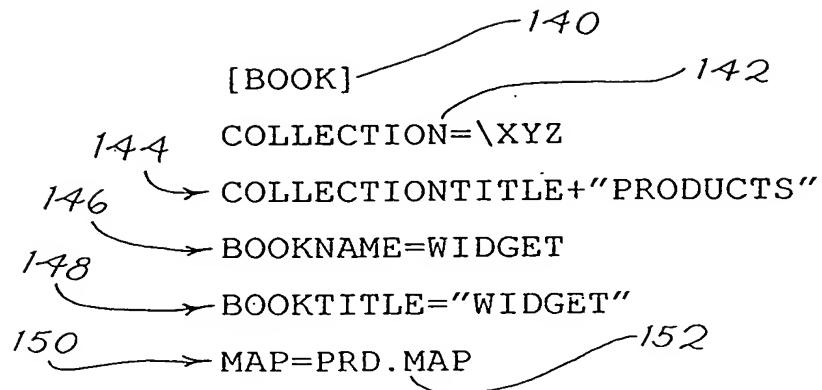


Fig. 7

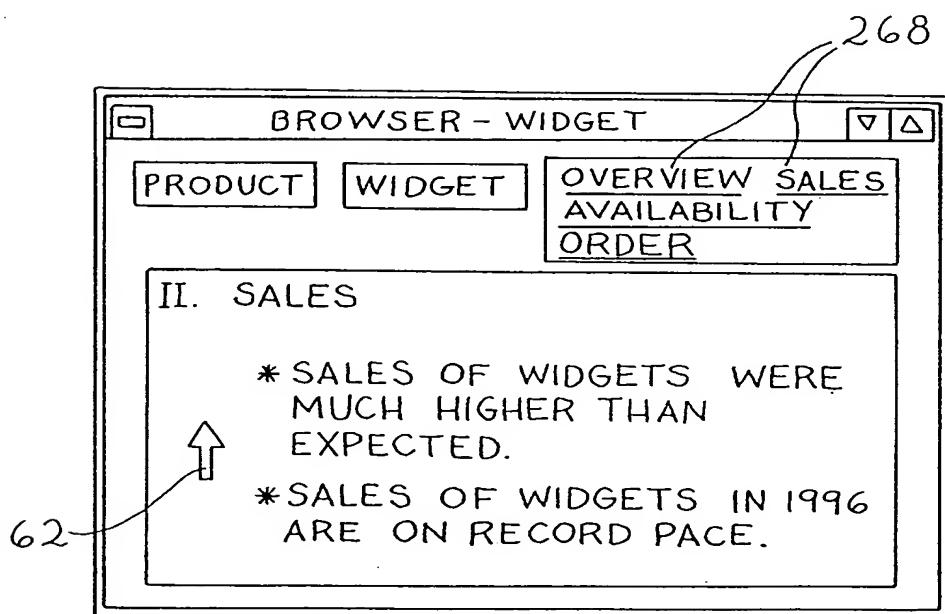
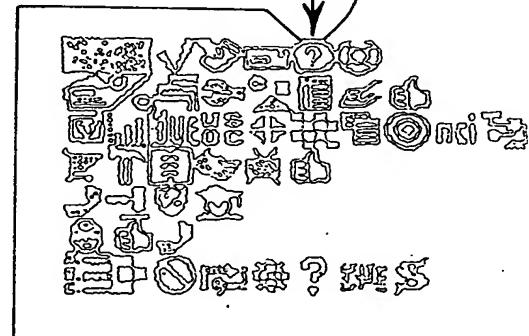


Fig. 10

[MAP]
 ICONS=DEFAULT.BMP ← 182
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 [SECTIONS] 184 190 192 194 188 186
 RBW-DOC, PROD.NAME, OVER=1:OVERVIEW
 RBW-DOC, PROD.NAME, SALE=2:SALES
 RBW-DOC, PROD.NAME, AVAIL=3:AVAILABILITY
 RBW-DOC, PROD.NAME, ORDER=4:ORDERING
 RBW-DOC, PROD.NAME, BILL=5:BILLING
 RBW-DOC, PROD.NAME, TROUBL=6:TROUBLESHOOTING 226
 RBW-DOC, PROD.NAME, SUPP=7:SUPPORT

[RBW-DOC, PROD.NAME, OVER]
 OVER.DESC=61:DESCRIPTION
 OVER.ALIASES=62:ALIASES
 OVER.RESTRIC=63:RESTRICTIONS
 OVER.INTER=64:INTERACTIONS
 OVER.FEAT=65:FEATURES
 OVER.HOWTOUSE=66:HOW TO USE THE PRODUCT
 OVER.CPE=67:CPE INVOLVEMENT
 OVER.RESALE=68:RESALE/SHARING

200



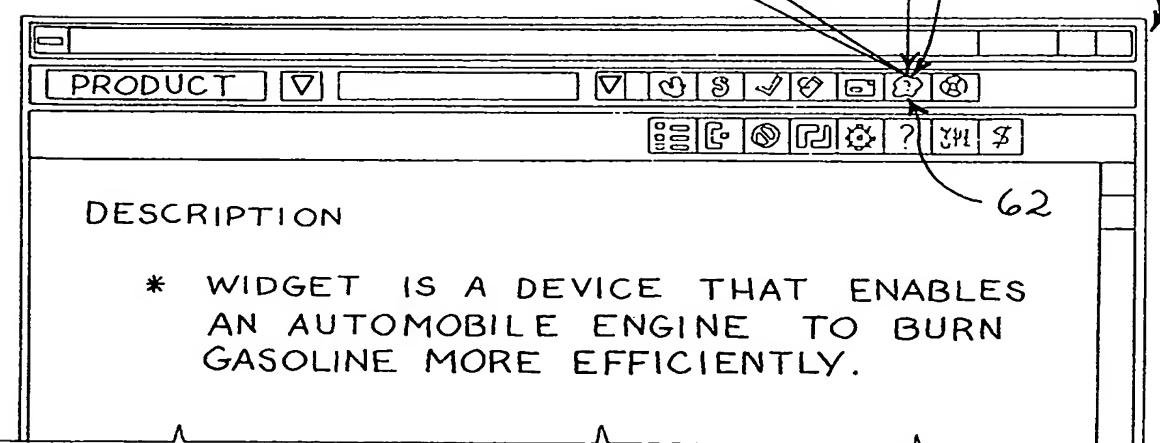
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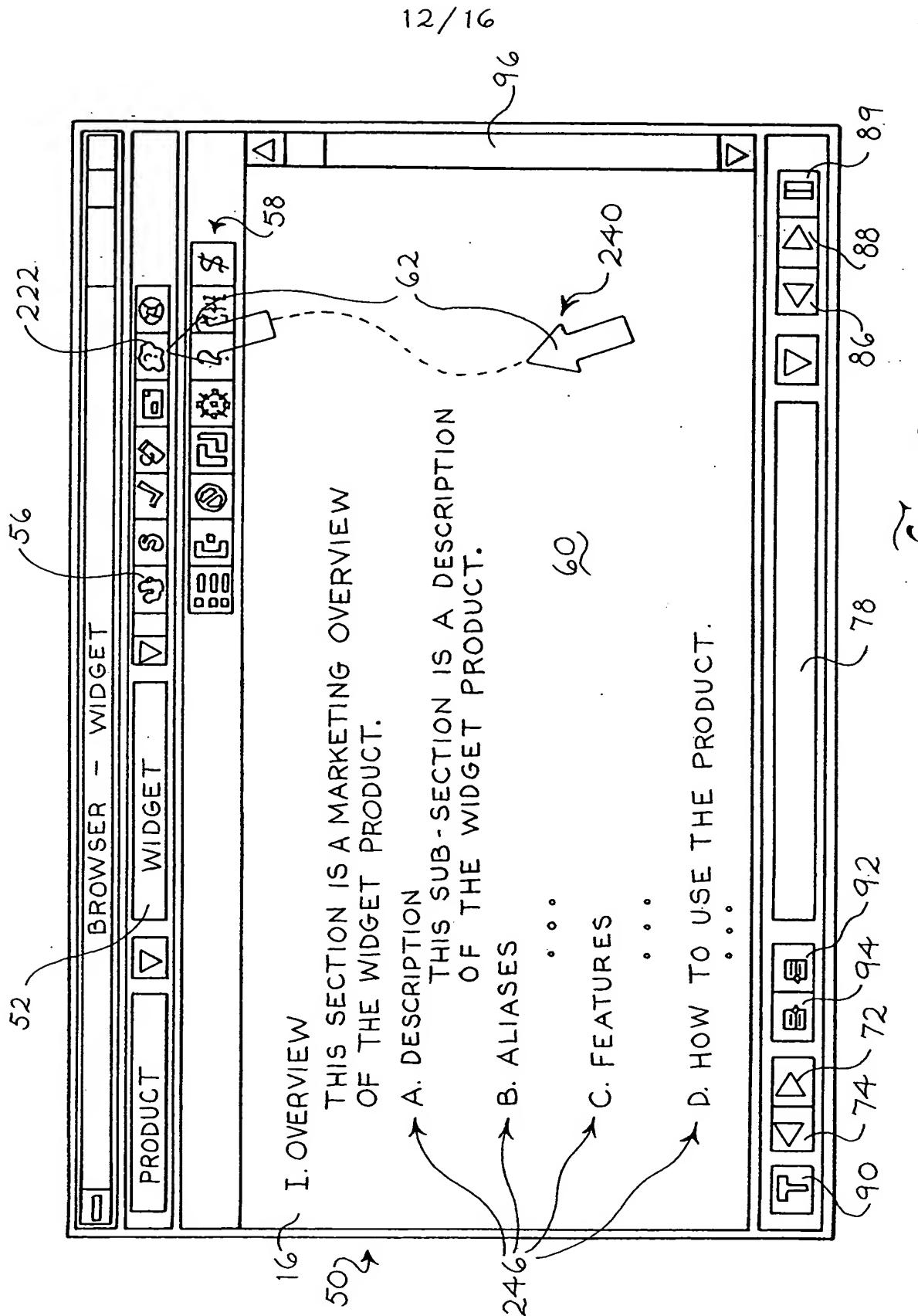
224

196 TROUBLESHOOTING

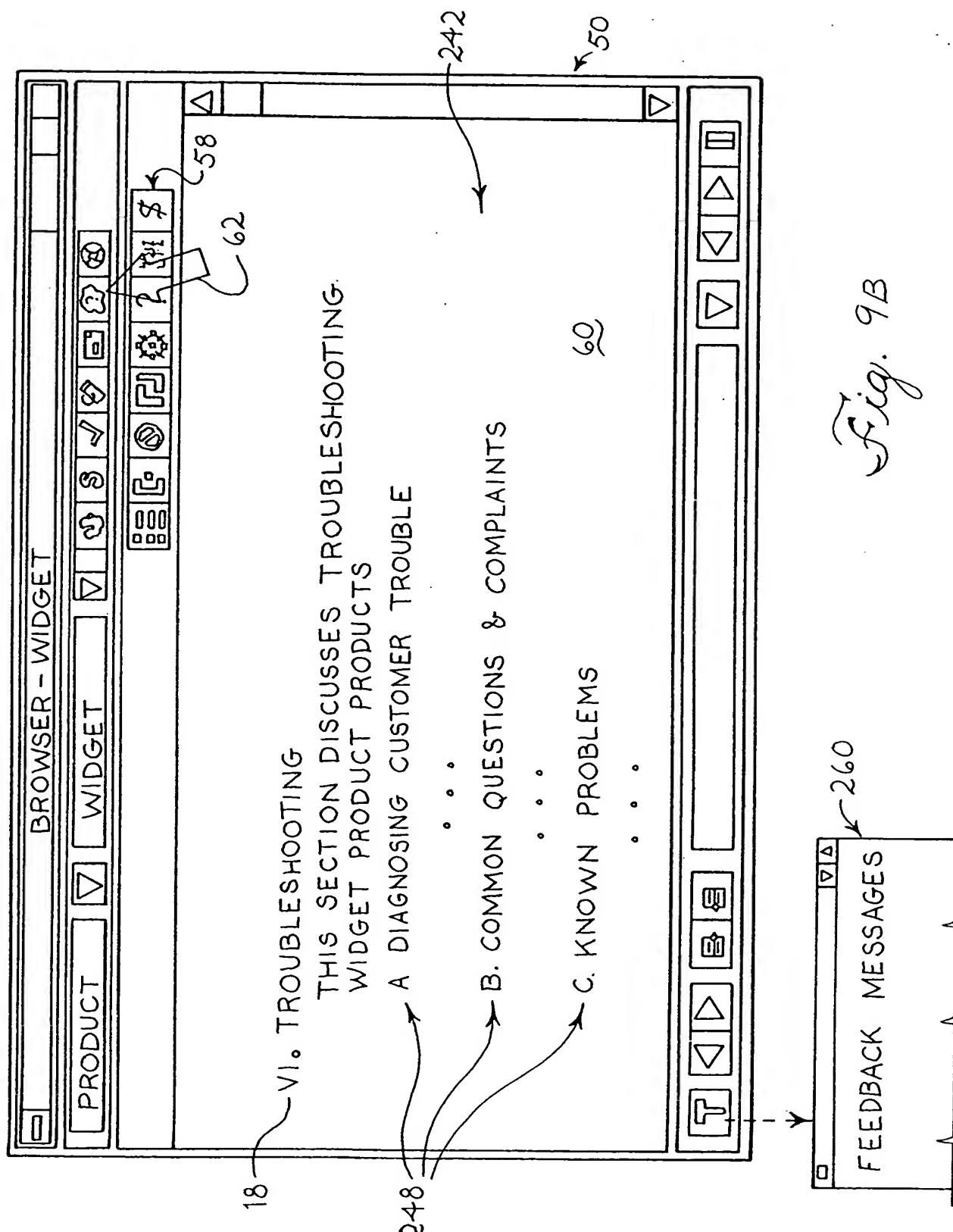
222

220





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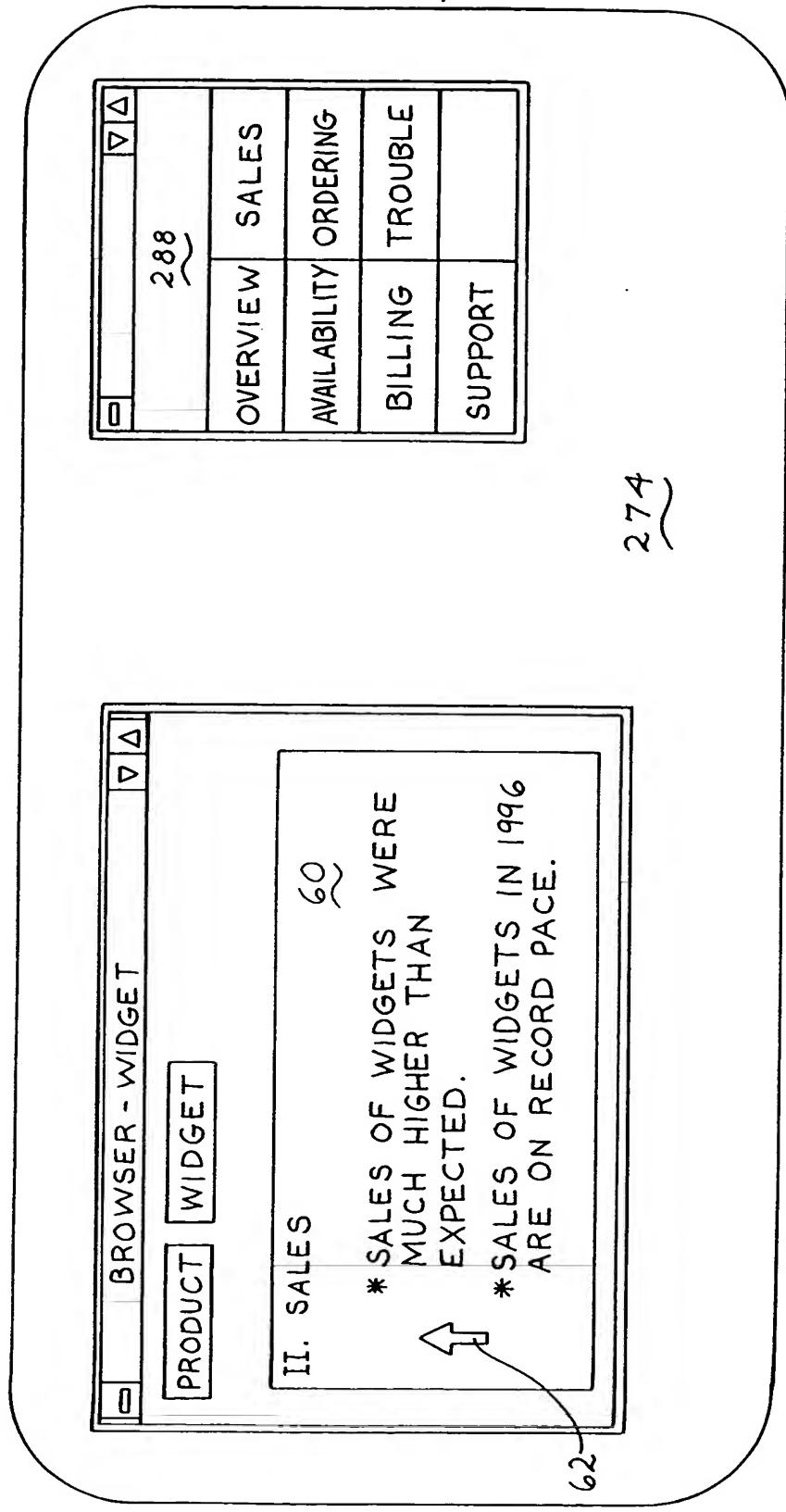


Fig. 11

Fig. 12

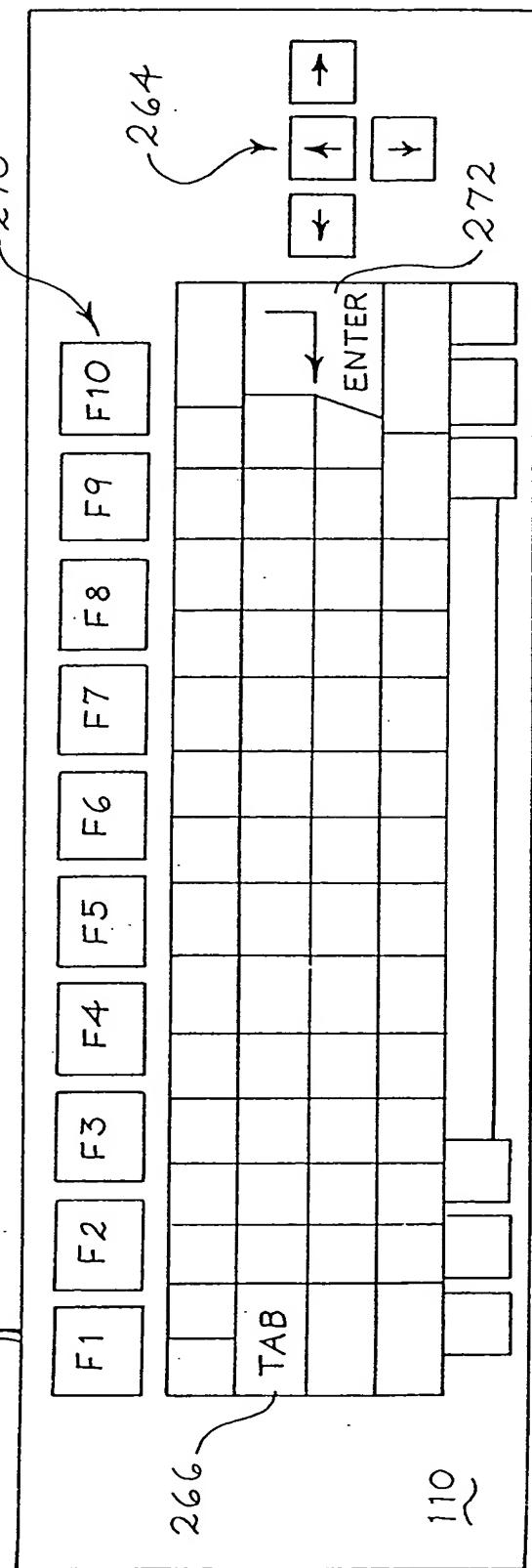
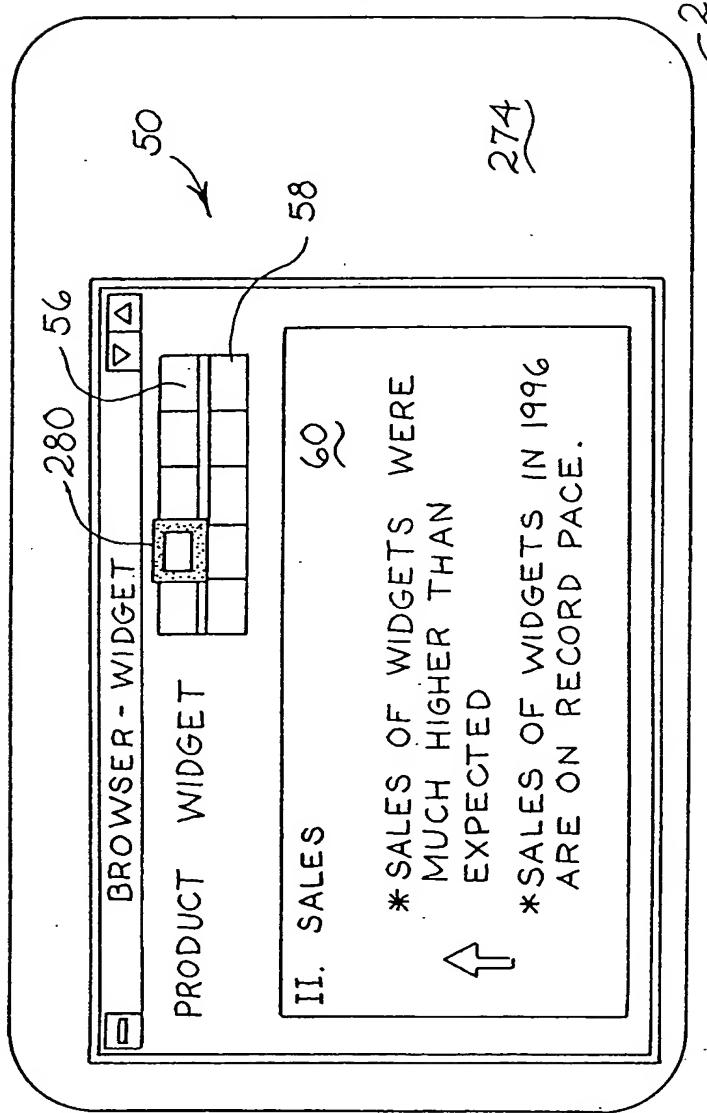


Fig. 13

